

Contract Incentive Detail - HVAC

Period : September 2023

EXHIBIT F



EMPLOYEE INFORMATION

Employee	: Jeffrey W Erker	Job Code	: J07682
Employee ID	: 1064705	Plan	: SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
Branch/Dept	: N10 - 0000	Plan Effective Date	: 1/10/2013
Manager	: Curtis M Crossley	Manager ID	: 1114917
Pay Suspend	: No		

INCENTIVE SUMMARY

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
0N100182	07/01/2020	PSC	Closed	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00
0N100190	03/01/2020	PSR	Active	\$23,960.00	\$7,755.57	100%	\$623.57	\$262.54	\$361.03
0N100218	03/01/2020	PSC	Active	\$218,451.00	\$2,345.92	100%	\$1,685.16	\$1,630.56	\$54.60
0N100244	04/01/2020	PSC	Closed	\$34,297.00	\$0.00	100%	\$80.18	\$80.18	\$0.00
0N100332	08/01/2020	PSC	Active	\$3,670,921.00	\$368,743.63	15%	\$7,517.62	\$6,232.82	\$1,284.80
0N100333	08/01/2020	PSC	Active	\$737,419.00	\$75,023.65	10%	\$1,045.55	\$865.70	\$179.85
0N100334	08/01/2020	PSC	Active	\$20,380.00	\$1,632.08	15%	\$30.04	\$22.30	\$7.74
0N100352	09/01/2020	PSC	Active	\$951,812.00	\$197,009.01	100%	\$17,384.25	\$12,798.86	\$4,585.39
1N100052	11/01/2020	PSR	Transferred, (\$208,477.01	\$7,675.18	100%	\$1,448.55	\$1,448.55	\$0.00
1N100092	01/01/2021	PSR	Active	\$604,107.32	\$188,647.75	47%	\$7,201.35	\$5,129.78	\$2,071.57
1N100126	02/01/2021	PSR	Active	\$23,200.00	\$7,290.57	100%	\$589.22	\$419.53	\$169.69
1N100148	02/01/2021	PSR	Transferred, (\$162,895.00	\$54,092.12	100%	\$4,330.16	\$3,071.16	\$1,259.00
1N100149	02/01/2021	PSC	Active	\$459,200.00	\$179,626.27	100%	\$15,044.75	\$8,969.45	\$6,075.30
1N100186	03/01/2021	PSR	Active	\$296,640.00	\$78,712.29	100%	\$6,569.25	\$4,737.22	\$1,832.03
1N100228	04/01/2021	PSR	Transferred	\$770.00	\$489.76	100%	\$37.76	\$26.36	\$11.40
1N100272	05/01/2021	PSR	Active	\$3,930.00	\$225.70	100%	\$32.70	\$26.11	\$6.59
1N100351	07/01/2021	PSR	Active	\$247,691.00	\$86,015.01	100%	\$6,834.61	\$4,832.61	\$2,002.00
1N100393	08/01/2021	PSR	Active	\$354,400.00	\$173,348.12	100%	\$13,122.45	\$9,087.77	\$4,034.68
1N100412	04/01/2022	PSC	Active	\$1,400,000.00	\$420,805.99	100%	\$34,283.60	\$23,490.32	\$10,793.28
2N100021	10/01/2021	PSR	Closed	\$0.00	\$0.00	0%	\$0.00	\$0.00	\$0.00
2N100028	10/01/2021	PSC	Active	\$28,670.00	\$6,571.43	100%	\$566.02	\$413.07	\$152.95
2N100045	12/01/2021	PSR	Active	\$95,156.00	\$32,008.95	100%	\$2,556.80	\$1,811.79	\$745.01
2N100046	11/01/2021	PSR	Closed	\$95,412.00	\$35,366.58	100%	\$2,781.23	\$2,781.23	\$0.00

Contract Incentive Detail - HVAC

Period : September 2023



EMPLOYEE INFORMATION

Employee	: Jeffrey W Erker	Job Code	: J07682
Employee ID	: 1064705	Plan	: SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
Branch/Dept	: N10 - 0000	Plan Effective Date	: 1/10/2013
Manager	: Curtis M Crossley	Manager ID	: 1114917
Pay Suspend	: No		

INCENTIVE SUMMAR

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
2N100053	11/01/2021	PSR	Active	\$271,232.00	\$86,806.53	100%	\$6,993.17	\$4,972.75	\$2,020.42
2N100054	11/01/2021	PSR	Active	\$1,575,416.00	\$489,984.06	100%	\$43,217.99	\$20,409.24	\$22,808.75
2N100059	12/01/2021	PSR	Active	\$522,246.00	\$174,577.19	100%	\$13,959.49	\$9,896.21	\$4,063.28
2N100060	11/01/2021	PSC	Active	\$109,144.00	\$27,761.29	100%	\$2,337.28	\$1,691.13	\$646.15
2N100069	12/01/2021	PSR	Closed	\$59,805.00	\$16,914.65	100%	\$1,393.94	\$1,393.94	\$0.00
2N100076	12/01/2021	PSR	Closed	\$31,171.00	\$9,368.34	100%	\$763.26	\$763.26	\$0.00
2N100078	12/01/2021	PSR	Transferred	\$117,833.00	\$64,276.57	100%	\$4,804.64	\$4,804.64	\$0.00
2N100108	02/01/2022	PSR	Transferred	\$85,565.00	\$12,148.22	100%	\$1,192.90	\$1,192.90	\$0.00
2N100109	02/01/2022	PSR	Transferred	\$70,888.00	\$14,235.64	100%	\$1,265.67	\$1,265.67	\$0.00
2N100139	02/01/2022	PSR	Active	\$2,800,000.00	\$605,433.29	100%	\$30,082.02	\$10,520.01	\$19,562.01
2N100157	03/01/2022	PSR	Active	\$716,902.00	\$72,106.19	18%	\$1,830.93	\$1,226.75	\$604.18
2N100158	03/01/2022	PSR	Active	\$146,953.00	\$25,033.00	18%	\$688.75	\$478.99	\$209.76
2N100161	03/01/2022	PSR	Active	\$245,000.00	\$102,423.55	100%	\$8,464.92	\$5,427.14	\$3,037.78
2N100163	03/01/2022	PSR	Transferred	\$610,257.00	\$242,643.79	100%	\$18,881.97	\$18,881.97	\$0.00
2N100187	04/01/2022	PSR	Transferred	\$67,800.00	\$22,545.03	100%	\$1,804.34	\$1,804.34	\$0.00
2N100192	04/01/2022	PSR	Transferred	\$21,240.00	\$8,135.30	100%	\$636.58	\$636.58	\$0.00
2N100201	04/01/2022	PSR	Closed	\$357,517.00	\$172,685.09	100%	\$13,092.39	\$13,092.39	\$0.00
2N100224	05/01/2022	PSR	Transferred	\$81,420.48	\$32,707.82	100%	\$2,541.46	\$1,780.19	\$761.27
2N100227	05/01/2022	PSR	Transferred	\$17,840.00	\$5,706.50	100%	\$459.76	\$459.76	\$0.00
2N100229	05/01/2022	PSR	Active	\$154,873.00	\$59,909.94	100%	\$4,680.94	\$3,286.54	\$1,394.40
2N100230	05/01/2022	PSR	Transferred	\$20,823.00	\$6,419.56	100%	\$520.60	\$520.60	\$0.00
2N100244	06/01/2022	PSR	Transferred	\$249,643.00	\$137,600.13	100%	\$11,092.72	\$11,092.72	\$0.00

Contract Incentive Detail - HVAC

Period : September 2023



EMPLOYEE INFORMATION

Employee	: Jeffrey W Erker	Job Code	: J07682
Employee ID	: 1064705	Plan	: SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
Branch/Dept	: N10 - 0000	Plan Effective Date	: 1/10/2013
Manager	: Curtis M Crossley	Manager ID	: 1114917
Pay Suspend	: No		

INCENTIVE SUMMARY

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
2N100249	06/01/2022	PSR	Active	\$163,340.00	\$58,496.70	100%	\$5,681.20	\$3,814.86	\$1,866.34
2N100272	07/01/2022	PSR	Transferred	\$23,300.00	\$8,611.24	100%	\$823.75	\$823.75	\$0.00
2N100276	07/01/2022	PSR	Active	\$17,870.00	\$6,050.76	100%	\$604.08	\$472.75	\$131.33
2N100283	07/01/2022	PSR	Active	\$6,700.00	\$1,536.58	100%	\$189.89	\$163.00	\$26.89
2N100284	07/01/2022	PSR	Active	\$1,555,086.00	\$601,969.03	100%	\$56,340.54	\$45,806.08	\$10,534.46
2N100297	08/01/2022	PSR	Transferred	\$12,167.00	\$2,261.74	100%	\$167.84	\$167.84	\$0.00
2N100299	08/01/2022	PSC	Active	\$1,338,858.00	\$435,405.89	63%	\$27,820.36	\$23,042.11	\$4,778.25
2N100319	09/01/2022	PSR	Active	\$45,871.00	\$16,450.58	100%	\$1,596.60	\$1,308.72	\$287.88
2N100320	08/01/2022	PSR	Active	\$63,340.00	\$19,225.20	100%	\$1,246.29	\$909.85	\$336.44
2N100325	09/01/2022	PSR	Active	\$300,491.00	\$59,225.08	100%	\$4,313.46	\$3,277.03	\$1,036.43
2N100329	09/01/2022	PSR	Active	\$233,163.00	\$83,047.23	100%	\$8,086.97	\$6,633.64	\$1,453.33
2N100330	09/01/2022	Prime	Closed	\$4,500.00	\$2,520.57	100%	\$146.28	\$146.28	\$0.00
2N100333	09/01/2022	PSR	Active	\$27,930.00	\$9,370.21	100%	\$939.81	\$611.85	\$327.96
2N100336	09/01/2022	PSR	Active	\$20,700.00	\$5,493.32	100%	\$367.82	\$271.68	\$96.14
2N100341	09/01/2022	PSR	Active	\$38,125.90	\$10,670.33	100%	\$705.09	\$518.36	\$186.73
2N100344	09/01/2022	PSR	Transferred	\$40,230.00	\$10,432.63	100%	\$702.66	\$702.66	\$0.00
2N100346	09/01/2022	PSR	Transferred	\$28,750.00	\$10,555.57	100%	\$657.16	\$657.16	\$0.00
2N100347	09/01/2022	PSR	Active	\$227,213.47	\$85,168.66	100%	\$5,280.89	\$3,790.44	\$1,490.45
2N100350	09/01/2022	PSR	Transferred	\$7,500.00	\$3,050.71	100%	\$279.10	\$279.10	\$0.00
2N100351	09/01/2022	Prime	Closed	\$167,072.30	\$65,791.02	27%	\$1,363.96	\$1,363.96	\$0.00
2N100352	09/01/2022	PSR	Active	\$128,991.00	\$48,089.00	100%	\$4,581.18	\$3,537.41	\$1,043.77
3N100014	10/01/2022	PSR	Transferred	\$35,796.98	\$13,320.96	100%	\$1,270.14	\$1,270.14	\$0.00

Contract Incentive Detail - HVAC

Period : September 2023



EMPLOYEE INFORMATION

Employee	: Jeffrey W Erker	Job Code	: J07682
Employee ID	: 1064705	Plan	: SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
Branch/Dept	: N10 - 0000	Plan Effective Date	: 1/10/2013
Manager	: Curtis M Crossley	Manager ID	: 1114917
Pay Suspend	: No		

INCENTIVE SUMMARY

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
3N100022	10/01/2022	Prime	Active	\$130,000.00	\$53,361.15	38%	\$2,182.06	\$1,467.29	\$714.77
3N100023	11/01/2022	PSR	Active	\$2,100.00	\$751.97	100%	\$73.04	\$59.88	\$13.16
3N100024	10/01/2022	PSR	Transferred	\$16,100.00	\$5,723.50	100%	\$358.63	\$358.63	\$0.00
3N100029	10/01/2022	Prime	Transferred	\$36,460.00	\$18,439.94	50%	\$904.37	\$904.37	\$0.00
3N100035	12/01/2022	PSR	Active	\$10,000.00	\$4,037.07	100%	\$370.60	\$229.31	\$141.29
3N100036	11/01/2022	PSR	Active	\$103,073.00	\$35,686.84	100%	\$3,523.70	\$2,899.18	\$624.52
3N100042	11/01/2022	PSR	Active	\$314,100.00	\$113,009.06	100%	\$10,950.89	\$7,063.38	\$3,887.51
3N100043	11/01/2022	PSR	Active	\$35,499.00	\$13,370.68	100%	\$1,267.60	\$1,033.61	\$233.99
3N100044	11/01/2022	PSR	Transferred	\$1,400.00	\$131.63	100%	\$12.88	\$12.88	\$0.00
3N100045	11/01/2022	PSR	Active	\$4,800.00	\$2,967.14	100%	\$229.36	\$177.43	\$51.93
3N100046	11/01/2022	PSR	Transferred	\$4,800.00	\$2,715.60	100%	\$216.78	\$216.78	\$0.00
3N100047	11/01/2022	PSR	Transferred	\$15,280.00	\$4,307.10	100%	\$284.12	\$284.12	\$0.00
3N100051	12/01/2022	PSR	Active	\$87,840.00	\$35,084.41	100%	\$3,236.52	\$2,622.54	\$613.98
3N100053	12/01/2022	Prime	Transferred	\$150,810.00	\$78,102.84	50%	\$3,797.99	\$3,797.99	\$0.00
3N100062	12/01/2022	PSR	Active	\$41,755.00	\$14,465.34	100%	\$1,427.89	\$1,017.01	\$410.88
3N100064	01/01/2023	PSR	Active	\$18,420.00	\$6,437.86	100%	\$632.73	\$444.10	\$188.63
3N100068	12/01/2022	PSR	Active	\$53,900.00	\$20,346.35	100%	\$1,926.88	\$1,570.82	\$356.06
3N100072	12/01/2022	PSR	Active	\$256,940.00	\$87,203.09	100%	\$8,696.02	\$5,643.91	\$3,052.11
3N100082	01/01/2023	PSR	Active	\$26,851.00	\$9,846.03	100%	\$945.41	\$773.11	\$172.30
3N100087	01/01/2023	PSR	Active	\$95,206.00	\$40,444.66	100%	\$3,628.85	\$2,791.84	\$837.01
3N100088	01/01/2023	PSR	Transferred	\$12,600.00	\$5,226.90	100%	\$318.05	\$318.05	\$0.00
3N100089	01/01/2023	PSR	Transferred	\$12,300.00	\$124.19	100%	\$213.77	\$213.77	\$0.00

Contract Incentive Detail - HVAC

Period : September 2023



EMPLOYEE INFORMATION

Employee : Jeffrey W Erker
Employee ID : 1064705
Branch/Dept : N10 - 0000
Manager : Curtis M Crossley
Pay Suspend : No

Job Code : J07682
Plan : SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
Plan Effective Date : 1/10/2013
Manager ID : 1114917

INCENTIVE SUMMARY

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
3N100113	02/01/2023	Prime	Active	\$305,135.00	\$134,212.46	25%	\$3,775.31	\$3,041.34	\$733.97
3N100117	02/01/2023	PSR	Active	\$6,280.00	\$1,415.81	100%	\$105.33	\$55.78	\$49.55
3N100141	03/01/2023	PSR	Active	\$13,400.00	\$1,961.21	100%	\$171.76	\$103.12	\$68.64
3N100142	03/01/2023	Prime	Active	\$8,200.00	\$1,576.49	100%	\$123.92	\$96.34	\$27.58
3N100150	03/01/2023	PSR	Active	\$49,050.00	\$19,790.26	100%	\$2,001.15	\$1,654.82	\$346.33
3N100165	05/01/2023	PSR	Active	\$22,720.00	\$6,463.78	100%	\$448.15	\$221.92	\$226.23
3N100169	04/01/2023	PSR	Active	\$28,980.00	\$10,858.48	100%	\$1,140.64	\$760.59	\$380.05
3N100170	04/01/2023	PSR	Active	\$648,930.00	\$226,729.39	100%	\$24,720.63	\$16,785.10	\$7,935.53
3N100172	05/01/2023	PSR	Active	\$47,852.00	\$7,550.88	100%	\$640.73	\$376.45	\$264.28
3N100174	04/01/2023	PSR	Active	\$16,525.00	\$6,303.50	100%	\$656.01	\$435.39	\$220.62
3N100179	05/01/2023	PSR	Active	\$58,680.00	\$20,097.63	100%	\$2,215.16	\$1,863.45	\$351.71
3N100190	05/01/2023	PSR	Active	\$24,958.00	\$8,235.62	100%	\$549.05	\$395.37	\$153.68
3N100191	05/01/2023	PSR	Active	\$192,665.00	\$66,165.01	100%	\$7,281.98	\$4,966.21	\$2,315.77
3N100192	05/01/2023	PSR	Active	\$414,500.00	\$141,286.41	100%	\$15,613.38	\$10,668.36	\$4,945.02
3N100193	05/01/2023	PSR	Active	\$337,998.00	\$121,685.45	100%	\$13,055.49	\$8,796.49	\$4,259.00
3N100196	05/01/2023	PSC	Active	\$89,144.00	\$22,604.63	100%	\$1,620.52	\$829.36	\$791.16
3N100198	05/01/2023	PSR	Active	\$8,500.00	\$744.98	100%	\$212.56	\$199.52	\$13.04
3N100199	05/01/2023	PSR	Active	\$1,820.00	\$261.35	100%	\$23.08	\$16.14	\$6.94
3N100200	05/01/2023	PSR	Active	\$18,900.00	\$6,551.49	100%	\$717.39	\$488.08	\$229.31
3N100201	05/01/2023	PSR	Active	\$7,800.00	\$2,591.10	100%	\$290.43	\$199.75	\$90.68
3N100203	06/01/2023	PSR	Active	\$187,826.00	\$62,357.65	100%	\$6,991.78	\$4,809.26	\$2,182.52

Contract Incentive Detail - HVAC

Period : September 2023



EMPLOYEE INFORMATION

Employee : Jeffrey W Erker
Employee ID : 1064705
Branch/Dept : N10 - 0000
Manager : Curtis M Crossley
Pay Suspend : No

Job Code : J07682
Plan : SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
Plan Effective Date : 1/10/2013
Manager ID : 1114917

INCENTIVE SUMMARY

Contract Number	First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
3N100207	05/01/2023	PSR	Active	\$358,200.00	\$133,151.71	100%	\$14,045.46	\$9,385.16	\$4,660.30
3N100218	06/01/2023	PSR	Active	\$21,000.00	\$5,492.87	100%	\$390.14	\$197.89	\$192.25
3N100219	08/01/2023	PSR	Active	\$28,510.00	\$12,927.24	100%	\$1,234.36	\$781.91	\$452.45
3N100221	06/01/2023	PSC	Active	\$33,411.00	\$9,390.60	100%	\$1,158.63	\$992.89	\$165.74
3N100224	06/01/2023	PSR	Active	\$11,200.00	\$3,748.96	100%	\$418.45	\$323.04	\$95.41
3N100225	06/01/2023	PSR	Active	\$212,120.00	\$70,877.53	100%	\$7,918.85	\$5,539.14	\$2,379.71
3N100226	06/01/2023	PSR	Active	\$886,466.00	\$218,636.44	100%	\$15,807.38	\$8,155.11	\$7,652.27
3N100228	06/01/2023	PSR	Active	\$54,337.00	\$18,039.47	100%	\$2,022.66	\$1,391.28	\$631.38
3N100229	06/01/2023	PSR	Active	\$124,521.00	\$43,581.80	100%	\$4,747.35	\$3,221.99	\$1,525.36
3N100233	06/01/2023	PSR	Active	\$2,100.00	\$1,028.38	100%	\$94.73	\$58.74	\$35.99
3N100234	07/01/2023	PSR	Active	\$31,350.00	\$11,911.99	100%	\$1,242.17	\$825.26	\$416.91
3N100248	07/01/2023	PSR	Active	\$45,139.00	\$15,121.32	100%	\$1,687.04	\$1,157.80	\$529.24
3N100249	07/01/2023	PSR	Active	\$762,659.00	\$262,872.99	50%	\$14,436.74	\$9,836.46	\$4,600.28
3N100252	07/01/2023	PSR	Active	\$37,700.00	\$10,811.64	100%	\$747.93	\$369.52	\$378.41
3N100253	09/01/2023	Prime	Active	\$27,855.00	\$10,287.47	100%	\$1,088.87	\$728.81	\$360.06
3N100258	07/01/2023	PSR	Active	\$5,200.00	\$3,382.32	100%	\$276.37	\$217.18	\$59.19
3N100262	08/01/2023	PSR	Active	\$47,120.00	\$15,978.62	100%	\$1,770.78	\$1,211.53	\$559.25
3N100274	08/01/2023	PSR	Active	\$1,900.00	\$687.70	100%	\$73.57	\$49.51	\$24.06
3N100275	08/01/2023	PSR	Active	\$15,780.00	\$5,419.72	100%	\$596.45	\$406.76	\$189.69
3N100276	08/01/2023	PSR	Active	\$1,200.00	\$0.00	100%	\$-11.26	\$1.24	\$-12.50
3N100278	08/01/2023	PSR	Active	\$34,122.00	\$11,859.39	100%	\$1,296.73	\$881.65	\$415.08
3N100279	08/01/2023	PSR	Active	\$6,012.00	\$1,990.31	100%	\$223.53	\$153.86	\$69.67

Contract Incentive Detail - HVAC



Period : September 2023

EMPLOYEE INFORMATION

Employee	: Jeffrey W Erker	Job Code	: J07682
Employee ID	: 1064705	Plan	: SCPJ - SIP BSNA HVAC Smart Buildings Sales Reps
Branch/Dept	: N10 - 0000	Plan Effective Date	: 1/10/2013
Manager	: Curtis M Crossley	Manager ID	: 1114917
Pay Suspend	: No		

INCENTIVE SUMMARY										
Contract Number		First Period	Cont Type	Status	Vol	GM	Credit Split %	Estimated Total Incentive	Incentive Paid to Date	Estimated Remaining Incentive
3N100300		09/30/2023	PSR	Active	\$81,959.00	\$28,742.16	100%	\$3,127.50	\$2,121.52	\$1,005.98
3N100303		09/01/2023	PSR	Active	\$50,000.00	\$17,403.31	100%	\$1,901.42	\$1,292.30	\$609.12
3N100304		09/30/2023	PSR	Active	\$39,710.00	\$11,714.77	100%	\$804.14	\$394.12	\$410.02
Total								\$622,288.17	\$443,661.81	\$178,626.38